

COSTCO
PERFORMANCE

Country

All

Discount Band

All

Product

All

Segment

All

BUSINESS PERFORMANCE DASHBOARD

SALES

119M

YoY 349%

GROSS SALES

128M

YoY 348%

COGS

102M

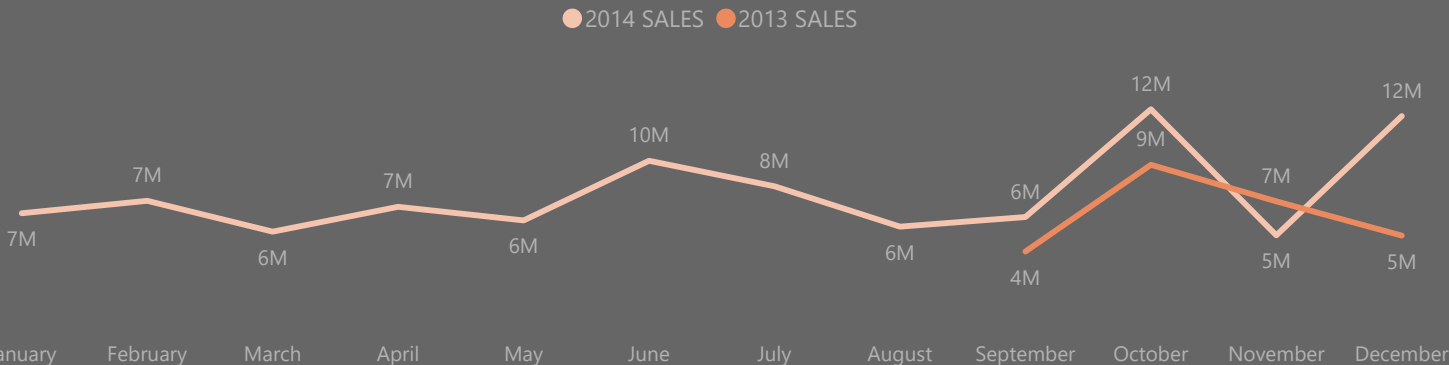
YoY 352%

PROFIT

17M

YoY 336%

2013 AND 2014 SALES BY MONTH



TOP 3 PRODUCTS IN EACH SEGMENT BY UNITS SOLD

Segment	Product	Sum of Gross Sales	Sum of Sales	Sum of Profit
Channel Partners	Paseo	490704	454514	331838
Channel Partners	Velo	194628	182924	134267
Channel Partners	VTT	324252	300829	219766
Enterprise	Paseo	5572500	5267860	-81740
Enterprise	Velo	3818750	3581238	-84763
Enterprise	VTT	2499500	2300438	-99083
Government	Paseo	16253973	14882231	3057291
Government	Velo	8347373	7813422	1756732
Government	VTT	8750224	8235829	1840654
Midmarket	Paseo	973485	907729	258739
Midmarket	Velo	293768	264498	68653
Midmarket	VTT	363458	333426	91121
Small Business	Paseo	12321000	11498810	1231310
Small Business	Velo	7172250	6407978	431103
Small Business	VTT	10031100	9341400	982150
Total		77406964	71773124	10138038

SALES CONTRIBUTION BY COUNTRY

